

Message Text

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SUBJECT: MATERIALS HANDLING TECHNICAL SALES SEMINAR (TSS)

REF: USDOC 170; BUCH 6632 (NOTAL); USDOC 17633 (NOTAL)

1. EMBOFF MET WITH DIRECTOR MIHAI DRAGOS AND OTHER OFFICIALS OF MINISTRY OF TECHNICAL AND MATERIAL SUPPLY JANUARY 12. MINISTRY OFFICIALS WERE VERY PLEASED WITH THE PROSPECT OF MATERIALS HANDLING TSS, AND SAID THAT THE SUBJECT MATTER WAS OF CONSIDERABLE AND CURRENT INTEREST TO THEM. THEY WOULD BE INVOLVED IN ANY DECISION TO INTRODUCE NEW MATERIALS HANDLING SYSTEMS IN ROMANIA. EMBASSY THEREFORE PLANS TO WORK PRIMARILY WITH THIS MINISTRY, BRINGING IN OTHER SPECIALISTS FROM MINISTRIES OF TRANSPORT AND MACHINE BUILDING AND FROM FTOS AS APPROPRIATE.

2. MINISTRY OF SUPPLY OFFICIALS WERE PREPARED TO LIST SUBJECTS OF PARTICULAR INTEREST TO THEM; SINCE RECRUITMENT NOT YET COMPLETED, PERHAPS USDOC WILL FIND THEM USEFUL. IN ADDITION TO THE THEMES PROPOSED REFTEL C, WHICH MINISTRY OFFICIALS FOUND QUITE GOOD, THE MINISTRY'S INTERESTS FALL INTO FOUR GENERAL AREAS:

A. INTERMODAL CONTAINERIZATION, INCLUDING LOADING, UNLOADING, AND HANDLING OF 20 OR 25 TON CONTAINERS AT FACTORIES.

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INTEREST IS IN BOTH COMMERCIAL ASPECTS OF DOMESTIC AND

INTERNATIONAL EXCHANGE OF CONTAINERS AS WELL AS EQUIPMENT AND TECHNOLOGY. MINISTRY ALSO INTERESTED IN SPECIALIZED (E.G., FLEXIBLE) CONTAINERS FOR HANDLING BULK PRODUCTS, ESPECIALLY FERTILIZERS.

B. PALLETIZATION. GOR IS INTERESTED IN THE FORMATION AND SECURING OF UNIT LOADS -- INCLUDING EQUIPMENT, SUCH AS FOR THE APPLICATION OF PLASTIC FILM OR METAL BANDS -- AND TECHNIQUES FOR HANDLING AND WAREHOUSING OF PALLETS. THEY ARE ALSO INTERESTED IN DOMESTIC AND INTERNATIONAL EXCHANGE OF EMPTY OR REUSED PALLETS.

C. WAREHOUSING. MINISTRY IS INTERESTED IN BOTH MEDIUM AND HIGH RISE (OVER 7 METER) WAREHOUSING 7 MANUAL AND MECHANICAL PREPARATION OF UNIT LOADS FROM STICKS OF SPARE PARTS; STORAGE AND HANDLING OF LARGE PIECES OF METAL IN COVERED OR UNCOVERED OUTDOOR STORAGE AREAS.

D. LOCAL DISTRIBUTION. MINISTRY IS KEENLY INTERESTED IN TECHNIQUES AND EQUIPMENT FOR DISTRIBUTION PARTICULARLY TO LARGE RETAIL OUTLETS. INVENTORY, WAREHOUSING, AND PALLETIZATION ALL OF INTEREST IN THIS AREA.

3. SINCE NO ROMANIAN ORGANIZATIONS WERE COMMITTED TO MARCH DATES FOR TSS, EMBASSY AND MINISTRY OF SUPPLY ARE AGREEABLE TO JUNE DATES, ESPECIALLY IF POSTPONEMENT WILL IMPROVE RECRUITMENT PROSPECTS. IF TSS POSTPONED, EARLY JUNE WOULD SUIT EMBASSY MUCH BETTER THAN LATE JUNE WHEN PART OF COMMERCIAL STAFF WILL BE OUT OF TOWN. WHETHER TSS IS IN MARCH OR JUNE, MINISTRY WOULD LIKE ROMANIAN PARTICIPANTS TO RECEIVE BOTH COMPANY LITERATURE AND PROGRAM MATERIALS WELL IN ADVANCE OF TSS. MINISTRY OFFICIALS NOTED THAT THIS WOULD HELP PREPARE FOR MORE EFFECTIVE TSS DISCUSSIONS.

4. COMMENT. WHILE THE DELAYS IN BRINGING GOR ORGANIZATIONS ON BOARD FOR THIS TSS PREVENTED THE PROBLEMS DESCRIBED BY BUDAPEST, TO AVOID FUTURE EMBARRASSMENT BELIEVE IT WOULD BE HELPFUL IF POSTS COULD RECEIVE OCCASIONAL REPORTS ON PROGRESS OF RECRUITING AND OTHERWISE ORGANIZING TSS IN WASHINGTON.

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